

ADVANCING
WASHINGTON'S INTERESTS

United Phonograph Stores Starting Here

The United Phonograph Stores, Incorporated, the executive offices of which are located at 110 West Thirty-fourth street, New York city, with the local branch office in the Union Trust building, are now opening their first Washington store in the new City Club building.

According to statements made by the company's head architect, who is personally supervising the installation of fixtures and decorations, the store will be a radical departure from the usual type of music store.

In addition to this location, the company has already made arrangements for three other branch stores for Washington.

The company, which has set its mark for fifty stores for the first year, running from coast to coast, will soon invade the New York field, and present plans call for no less than ten stores to be opened in New York city simultaneously, and in these stores will be offered phonographs, records, pianos, sheet music and practically every musical instrument and novelties.

The company has recently acquired stores in Perth Amboy, Plainfield and New Brunswick, N. J.

In addition to these, stores are located in Massachusetts and Connecticut, with additional locations already selected and under way in about a dozen other cities.

Officers of the company are as follows:

Leslie M. Shaw, chairman of board, former Secretary of the Treasury and governor of Iowa, who resides at Wardman Park Hotel in this city. Governor Shaw is recognized as one of the ablest financial men of the country.

Others at the helm.

H. M. Yeager, president, former president of the Yeager Piano Company, operating sixteen stores; former vice president and general sales manager of Music Instrument Sales Company, operating in fifteen large department stores; also connected with the manufacturers of the Aerex Player-Piano Power Plants and more recently general retail sales manager of B. Shoniger Co., manufacturers of pianos. Mr. Yeager is recognized as one of the foremost musical merchandising men of this country and an executive of exceptional ability.

Frank H. Anderson, vice president, construction engineer and organization expert; builder of Washington Hotel, Washington, D. C., and other hotels located throughout the country, and more recently builder and engineer of the Christian Science Benevolent Hospital in Boston.

John V. Morris, vice president, formerly engineer with United States Steel Corporation, and recently vice president and general manager of a consolidation of big mining interests. Mr. Morris has been intimately connected with New York capital and interested in financing other industrial corporations.

Rt. Hon. Lord Auckland, director, of New York and London; director of Florian Thorne Company, and who represents a number of London bankers in New York.

A. E. Stiller, director and treasurer; founder and former president for seventeen years of Chelsea Exchange Bank of New York City; recently resigned as president to assume duties as treasurer of the United Phonograph Stores, Inc., but still is director of Chelsea Exchange Bank.

A. G. Moss, secretary, formerly chief accountant for one of the largest chain store organizations in this country.

David W. Cooper, music publisher. John A. Easton, banker.

The company's slogan is "Music in every home." Its object—"Mutual profit."

New Homes
\$500 CASH

Price, \$7,450

\$75 Monthly Payments
947-957 14th St. S. E.
1352-46 K St. S. E.

Large Sleeping Porch
Open for Inspection.

Room for Two Garages
The Homes with the Big Lots—20-foot front—plenty room for garages, flowers, and garden.

The only new city houses offered on the market for \$500 cash and price \$1,000 less than regular price. Take Pk. Ave. cars to 14th St. S. E. and walk one-half square south.

OPEN DAILY
H. R. Howenstein Co.

Coffee Market.
NEW YORK, Dec. 10.—Coffee opened unchanged to ten points higher today. December, 8.56@8.57; March, 8.88@8.90; May, 8.73@8.74; July, 8.72@8.73; September, 8.75 bid.

Foreign Exchange.
NEW YORK, Dec. 10.—The foreign exchange market opened strong today with demand sterling 1 cent higher at 4.11½. France advanced 12 centimes to 7.75 cables, and 7.77 checks. Lire was 5 points higher to 4.42 cables and 4.42 checks. Belgians rose 6 centimes to 7.46 cables, and 7.46 checks. Marks were 3 points higher at .0054. 35.90, checks 35.88; Sweden krona cables 24.15, checks, 24.10.

Local Stocks.
WASHINGTON STOCK EXCHANGE.
Six deals in Mergenthaler today on the Washington Stock Exchange, marked the return of that security after two days' absence. The price starting at 130, but quickly going back to 129½. Ten shares went at the high of the day, while forty-five went at the last named figure.

Potomac Electric G. M. Co., 8½, to the extent of 18,000, changed hands in the other feature sales of the session, \$1,000 going at 98½ and \$4,000 at 98½. At the opening a \$1,000 bond of this security sold at 98½.

NEW YORK STOCK EXCHANGE

Quotations Received by W. B. Hibbs & Co.

High	Low	Close	Yen
Adams Express...	49½	49½	49½
Air Reduction...	43½	43½	43½
Ajax Rubber...	20½	20½	20½
Allis Chalmers...	38	38	38
Allis Chalmers pf.	88	88	87½
Am. Agr. Chem...	56½	56½	56½
Am. Beet Sugar...	28	28	29
Am. Bosch...	33½	33½	33½
Am. Can...	32½	32½	32½
Am. Car & Fdy...	147	146½	146
Am. Cotton Oil...	21	20½	20½
Am. Express...	133	133	133
Am. Hide & Lea...	13	13	13½
Am. H. & L. pf...	57½	57½	57½
Am. Inter. Corp...	41½	40½	41½
Am. Linseed...	31	31	30½
Am. Linseed pf...	56½	56½	56½
Am. Loco...	100½	99½	99½
Am. Sift. Razor...	4½	4½	4½
Am. Smelting...	46½	45½	45½
Am. Smelt. pf...	88½	88½	88½
Am. Steel Fdy...	34	34	34½
Am. Sugar...	54½	54½	54½
Am. Sumat. Tob...	31½	31½	30½
Am. Tel. & Tel...	115½	115½	115½
Am. Tobacco...	134½	134½	133½
Am. Tob. B...	129½	127½	129½
Am. Wool...	82½	81½	81½
Am. Zinc...	13	13	13
Am. Zinc pf...	38	38	38
Anacosta...	48½	48½	48½
Asso. Dry Goods...	47½	46½	47½
Atchison...	90	89½	90
Atchison pf...	86	86	86
Atlantic Fruit...	2½	2½	2½
At. & Brmton...	14	14	14½
At. G. & W. I...	31½	31½	31½
Atlantic Petrol...	22½	22½	22½
Metropolitan R...	32	32	32
Balto. & Ohio...	36	36	36½
Baldwin Loco...	94½	94½	94½
Baldwin pf...	103	103	103
Beth. Steel B...	58½	57½	58½
Beth. Steel B...	104½	104½	104½
Beth. Steel B...	104½	104½	104½
Brook. R. T...	7½	7½	7½
Brook. U. Gas...	71	70	70
Burns Bros...	115½	115½	115½
Butte C. Z...	5½	5½	5½
Butte & Superior...	18½	18	17½
Butterick...	32½	31½	32½
Cal. Packing...	69½	68½	69½
Cal. Petroleum...	44	43½	43½
Cal. Z. & Lead...	64	63½	64
Calumet & Ariz...	58	58	58
Canad. Pacific...	120½	120½	120½
Caddo Oil...	11½	11½	11½
Cent. Leather...	30½	30½	30½
Cerro de Pasco...	35½	35½	35½
Chandler Motor...	47½	47½	47½
Ches. & Ohio...	56½	56½	56½
C. M. & St. Paul...	20½	20½	20½
C. M. & St. P. pf...	32½	32½	32½
Chicago G. W...	7	7	7
Chi. G. W. pf...	17½	17½	17½
Chi. & N. W...	62½	62½	62½
Chi. & N. W. pf...	109	109	109
Chi. Pneu. Tool...	55	55	55
Q. R. I. & F...	31½	31½	32
C. R. T. & P. S...	71½	71½	72
C. R. I. P. W...	84	84	84
Chile Copper...	113½	113½	113½
Chino Copper...	28½	28½	27½
Cloquet, Peabody...	42½	42½	42½
Coca Cola...	41½	40½	41½
Col. Gas & Elec...	65½	64½	64½
Col. S. & A...	42	42	42
Columbia Graph...	34	34	34
Col. Graph. pf...	13½	12½	13½
Col. Tab. Co...	104½	104½	104½
Con. Cigar Corp...	18½	18½	19
Con. Cigar Corp...	14½	14½	14½
Con. Text. Corp...	94½	93½	94½
Corn Products...	111½	111½	111½
Corn Prod. pf...	34½	34½	34½
Cowden Corp...	66	66½	66½
Cruickshank Steel...	13½	13½	13½
Cuba Am. Sugar...	74½	74½	74½
Cuba C. Sugar...	15½	15½	15½
Cuba C. S. pf...	51½	51½	51½
Davidson Ch. Co...	107	107	107
Del. & Hudson...	111½	111½	110½
Del. Lac. & W...	11½	11½	11½
Dome Mines...	19	18	18½
Elk Horn Coal...	78½	77½	77½
Emmett Johnson...	20	19½	19½
Emerson B. pf...	11½	11	11
Erle...	74	74½	73½
Famous Players...	88	88	88
Famous Pl. pf...	14½	14½	14½
Free. Tex. Corp...	14½	14½	14½
Gaston Wms...	55	55	55
G. A. Tank Car...	67½	66½	67½
Gen. Asphalt...	105	105	105
Gen. Asphalt pf...	68½	68½	68½
Gen. Cigar Co...	138	138	136½
Gen. Electric...	120	120	120
Gen. Motors...	12	11½	11½
Gen. M. deb. S...	63½	63½	63½
Gen. M. deb. F...	34	35½	34½
Goodrich B. F...	35½	34½	34½
Good. B. F. pf...	29½	29½	28½
Granby Mines...	31½	31½	31½
Gt. North. Ore...	76	75½	75½
Gt. North. pf...	28	28	28
Greene C. C...	81	81	80½
Haackel & Bark...	12	11½	11½
Hupp Motor...	78	77½	77½
Houston Oil...	79½	79½	79½
Ind. Central...	98	98	97½
Ind. Ref. Co...	44	44	44
Inspiration Cop...	40	39½	40
Int. Con. pf...	4	3½	3½
Inter. Agri. pf...	36	36	36
Int. Harvester...	83½	83½	82
Inter. Harv. pf...	102½	102½	102½
Inter. Nickel...	12	11½	12
Inter. Paper...	55	52½	52½
Invincible Oil...	12	11½	12
In. Pa. pf. et...	72½	72½	72½
Island O. & T...	24	24	24
Jones Tea...	37½	36½	36½
Kans. City So...	23½	23½	23½
Kansas & Gulf...	74	74	74
Keystone Tire...	11½	11½	11½
Kelly-Spg. Tire...	43½	42½	42½
Krege S. S...	174½	174½	174½
Kennecott...	27	26½	26½
Lacka. Steel...	47	46½	46½
Lee R. & T...	29	29	28½
Lehigh Valley...	59	59	59
Loews (Inc.)...	14½	14½	14½
Loft. Inco...	104	104	104
Lorillard...	152½	152	153½
Ligg. & Myers...	160	160	160
Man. El. Guar...	35	34½	35
Man. El. Shurt...	34	33½	34
Marine com...	155	155	155
Marine pf...	65	65	64½

NEW YORK STOCK EXCHANGE

Quotations Received by W. B. Hibbs & Co.

High	Low	Close	Yen
Marland Oil...	26½	26	26½
May Dept. Stores...	98	98	98
Mex. Petrol...	115½	115½	115½
Miami Con. Cop...	27½	26½	26½
Midvale Steel...	29½	28½	28½
Mkt. States Oil...	14½	14½	14½
Mont. Ward...	13½	13	13½
Mont. Power...	59	59	59
M. K. & T...	15	15	15
M. Pacific...	18½	18	18½
Mo. Pac. pf...	46½	46	46½
Mullins Body Cor...	22	22	22
Nat. Acme...	12	12	12
Nat. Lead...	65½	65½	65½
Nat. En. & Ch...	42½	42	42
N. A. R. Mex...	3	3	3
Nev. Con. H...	15	14½	15
N. Y. N. H. & H...	14	13½	13½
N. Y. O. & W...	22½	22	21
N. Y. Central...	74	73½	74
N. Y. Dock...	32½	32	32½
N. Y. Ship Co...	13½	13½	13½
North America...	44½	44½	44½
North Am. pf...	39½	39	39
Northern Pac...	80½	79½	79½
Norfolk & West...	97½	97½	97½
Ok. P. & R. Co...	3	3	3
Otis Steel...	9½	9½	9½
Owners Bol. Ma...	27½	27½	27½
P. Seab. Steel...	10½	10½	10½
Pacific Develop...	7	6½	6½
Pacific Oil Co...	46½	45½	45½
Pan-Am. Petrol...	52½	51½	52½
Pan-Am. Pet. B...	47	47	47
Panhandler...	12½	12½	12½
Pac. G. & E. Co...	64½	64	64½
Pac. Gas Co...	56½	56	56
Penn. R. R...	33½	33½	33½
Pere Marquette...	22	22	22
Pere Marq. pf...	66	65½	65½
Phillips Petrol...	32	32	31½
Pierce Arrow...	14½	14½	14½
Pierce Oil...	13½	12½	12½
Pierce Oil pf...	68½	68½	68½
Pitt. & W. Va...	25½	25½	25½
Pitt. Coal...	65½	65	64½
Pond Creek...	16	16	16
Prod. & Ref...	32½	31½	32½
Pressed St. Car...	66	66	66
Punja A. Sugar...	29	29	29
Pullman...	38½	38	38½
Pure Oil P. Car...	108½	108	108
Ray Con. C. Co...	15	14½	15
Reading...	72	71½	72
Read. 1st pf...	42½	42½	42½
Relegist Steel...	26	26	26
Rep. Motor Tr...	64	64	64
Rep. Iron & St...	54½	53½	53½
Remington...	28½	28½	27
Roy. Dutch N. Y...	50½	49½	49½
St. Joseph Lead...	13½	13½	13½
Saxon Motor...	2	2	2
Seneca Copper...	23½	23½	23½
Seaboard Air L...	34	34	34
Sea. A. L. pf...	47	46	46
Sears-Roebuck...	54½	53½	54½
Sears-Rob. pf...	87½	87½	87½
Shatt. Ariz. Corp...	8	7½	8
Shell T. & T. Co...	38½	38½	38½
Sinclair Oil...	22	21½	22
Sloss-Sheffield...	33½	33	33½
Southern Ry...	18½	18½	18½
Southern Ry. pf...	45½	45½	45½
South. Pacific...	79½	79½	79½
Sta. Oil N. J. pt...	126½	126	126½
Sta. Oil of Cal...	90	90	91
Stearns Warner...	23½	23½	23½
Stromberg Corp...	32½	32½	32
Studebaker...	60	59½	59½
Tenn. Copper...	10½	10½	10½
Tex. P. C. & O...	28½	28½	28½
Texas Gulf Sul...	32	32	32
Tex. & Pacific...	23½	23½	23½
Texas Co...	47½	46	46
Tobacco Prod...	56½	55½	55½
Tobacco pf...	83½	83½	83½
Transcon. Oil...	10½	10½	10½
Vivadon...	74	74	74
Union Oil...	20	19½	20
Un. Bag. & P...	72	72	72
Union Pacific...	127	127	126½
Union Pac. pf...	71	71	70½
United Drug...	69½	69½	69
United Food...	10	10	10
United Fruit...	126	126	124
U. S. C. I. & F...	18	18	17½
U. S. Retail St...	53	52½	52½
Un. Realty Imp...	63	63	61½
Un. Rubber...	54	53½	5